

Message Text

UNCLASSIFIED

PAGE 01 JIDDA 04067 010802Z
ACTION NEA-11

INFO OCT-01 ISO-00 EB-08 /020 W
-----033915 011405Z /46

R 010619Z JUN 78
FM AMEMBASSY JIDDA
TO USDOC WASHDC
INFO SECSTATE WASHDC 2223
AMCONSUL DHAHRAN
AMEMBASSY MANAMA
AMEMBASSY DOHA
AMEMBASSY ABU DHABI
AMEMBASSY KUWAIT
USLO RIYADH

UNCLAS JIDDA 4067

E.O. 11652: N/A
TAGS: BEXP, BTRA, XF
SUBJ: DOW-WARNER REPRESENTATIVE VISIT

REF: (A) USDOC 7684, (B) USLO RIYADH 406

1. JOSEPH BRENNAN, DOW-WARNER REPRESENTATIVE' APPEARED AT EMBASSY COMMERCIAL CENTER ON MAY 27, 1978. THREE DAYS LATE. HE WAS GIVEN LIST OF SAUDI TARGET FIRMS TO WHOM SOME BROCHURES WERE SENT, AND ADVISED TO MAKE CALLS ON HIS OWN FROM COMMERCIAL CENTER TO PROSPECTS ON OUR LIST AND FROM CARD REFERRAL TRADE LEADS FILE.

2. WE PROVIDED BRENNAN WITH SOME SPACE TO SET UP SMALL DISPLAY AND HE APPEARED QUITE SATISFIED WITH THE SERVICES PROVIDED. HE STATES THAT HE HAS MADE SALES AND HOPES TO ARRANGE AGENCIES FOR SEVERAL PRODUCTS.

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 JIDDA 04067 010802Z

3. PERHAPS CHASTENED BY PRIOR EXPERIENCE AND FACT THAT WE KNOW HIM FROM VISIT A YEAR BEFOREM. BRENNAN'S ATTITUDE WAS QUITE UNLIKE THAT REPORTED PREVIOUSLY FROM DHAHRAN. HE WAS, HOWEVER, SERIOUSLY MIFFED AT USDOC FOR THE CANCELLING OF THE SHOW AT TEHRAN TRADE CENTER.

4. WE FINALLY ELICITED FROM HIM THAT DOW-WARNER HAD

ACTUALLY CANCELLED BECAUSE IT DID NOT WANT TO EXHIBIT
ALONE BUT IN COMPANY OF OTHER U.S. FIRMS. BRENNAN
FEELS THAT COMPANY WAS MISLED BY COMMERCE AFTER
BEING ADVISED TO SHIP DISPLAY BY AIRFREIGHT. HE ALSO
WAS MIFFED AT BEING GIVEN AN APO NUMBER FOR KUWAIT.
WHICH HAS NONE, AND HAS LEARNED THE APO NUMBER GIVEN
IS FOR TABRIX IRAN.

5. THIS POST FEELS THAT DOW-WARNER MAY HAVE BEEN
MISLED BY THE MIAMI FIELD OFFICE AS TO SERVICES
AVAILABLE BUT OUR EXPERIENCE WITH HIM TO DATE HAS
BEEN WITHOUT ANY FRICTION. WE HAVE PROVIDED OUR
NORMAL BUSINESS VISITOR SERVICES WITH FEW EXTRAS.
WEST

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 01 jun 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978JIDDA04067
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780229-0621
Format: TEL
From: JIDDA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t197806108/aaaadoxl.tel
Line Count: 76
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: eea0c97d-c288-dd11-92da-001cc4696bcc
Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2164796
Secure: OPEN
Status: NATIVE
Subject: DOW-WARNER REPRESENTATIVE VISIT
TAGS: BEXP, BTRA, XF
To: COM
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/eea0c97d-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014